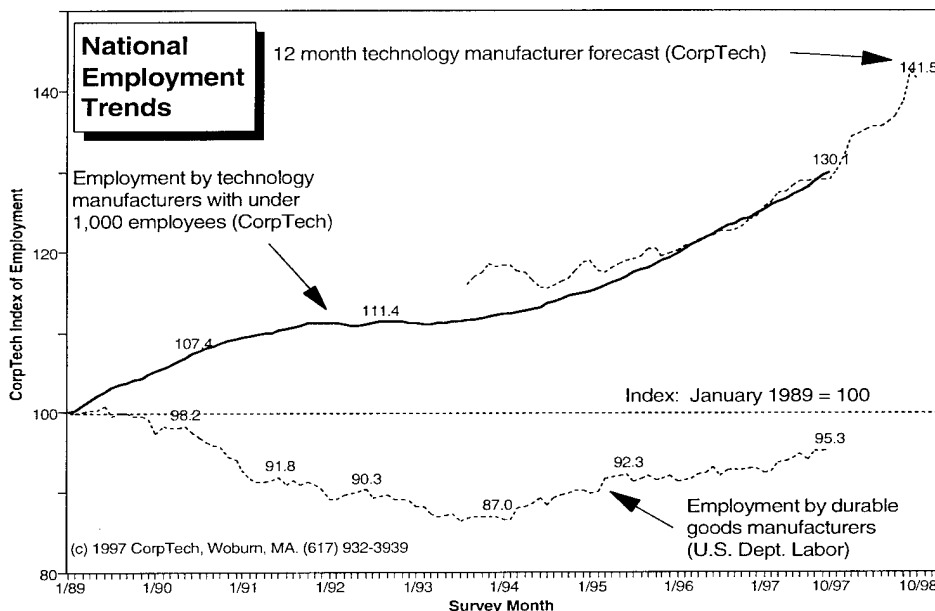


## National Employment Trends

In the chart to the right, the "Employment by durable goods manufacturers" is based on data from the Bureau of Labor Statistics.

The other figures are based on the most recent CorpTech national survey of companies with under 1,000 employees that manufacture or develop technology based products.

See the back page for  
a more detailed analysis.



## Web Site Attracts Record Numbers

Record numbers of information seekers are logging on to the CorpTech web site, **www.corptech.com**, proving that CorpTech is the web site for high-tech-company information:

- > 7,000 visitors per day are viewing 1,000,000 pages per month.
- > In October more than 269,000 visitors took advantage of CorpTech web site information -- much of it FREE !
- > One of the most popular features is the Product Finder with an average of 1,500 searches per day for suppliers of products in 3,000 categories.

With the results of last month's survey projecting a stunning job growth rate of 9.9% for high-tech, the industry offers explosive business opportunities for all suppliers.

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## Top 20 Cities for High-Tech Jobs: The Great Lakes Region

Rnk	Jobs <sup>1</sup>	City	St.
1	25,982	Chicago	IL
2	14,309	Milwaukee	WI
3	8,046	Des Plaines	IL
4	7,494	Rockford	IL
5	6,598	Ann Arbor	MI
6	6,192	Troy	MI
7	5,614	Waukesha	WI
8	4,989	Farmington	MI
9	4,775	Schaumburg	IL
10	4,115	Grand Rapids	MI
11	4,078	Madison	WI
12	3,301	Kalamazoo	MI
13	3,236	Deerfield	IL
14	2,980	Detroit	MI
15	2,950	Rolling Meadows	IL
16	2,821	Southfield	MI
17	2,785	Madison Heights	MI
18	2,784	Downers Grove	IL
19	2,732	Lansing	MI
20	2,686	Buffalo Grove	IL

<sup>1</sup> Jobs in emerging firms with under 1,000 employees.  
World-wide employment is assumed to be concentrated  
in the city of the ultimate parent's home office.  
Source: CorpTech, Woburn, MA. (800) 333-8036



## Inside . . .

## Industry of the Month:



Environmental

- High growth firms
- Top 30 cities
- Analysis by region

## Note to Editors...

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## Routing

Please return

19971209 005



## Emerging firms projecting the greatest job increase in the next year.

Rank

97 Dir	Company name & description	State	Owned	Empl	Pct	Inc
<b>NEW</b>	<b>Casella Waste Systems, Inc.</b> Provider of non-hazardous solid-waste handling services including collection, transfer, disposal and recycling to commercial, industrial and municipal customers in Maine, New Hampshire, New York, Pennsylvania and Vermont. (URI: 1170S8)	VT	Public (CWST)	891	34%	309
3-1508	<b>Metalclad Corp.</b> Provider of hazardous waste treatment services. (URI: 10JXHT)	CA	Public (MTLC)	535	18%	100
<b>NEW</b>	<b>V.O.C. Analytical, Inc.</b> Provider of environmental laboratory services, including air analysis services, soil analysis services, hazardous waste services, water analysis services and radiochemistry testing services. (URI: 1165XP)	FL	Private	160	43%	70
4-208	<b>Perma-Fix Environmental Services, Inc.</b> This company is the parent of high-tech units involved in the environmental industry. (URI: 10VF17)	FL	Public (PESI)	230	30%	70
2-419	<b>AquaCare Systems, Inc.</b> Parent/holding company with high-tech operating units involved in the manufacture of water treatment equipment and providing related services. (URI: 10XUMH)	FL	Public (AQCR)	160	40%	65
3-1172	<b>KX Industries, LP</b> Manufacturer of activated carbon block filters for air and water purification. (URI: 111F19)	CT	Private	140	42%	60
4-1369	<b>United Oil Recovery, Inc.</b> Provider of environmental analysis and waste disposal services including incineration, distillation, transportation and storage. (URI: 10RE85)	CT	Private	170	35%	60
2-933	<b>Ceimic Corp.</b> Provider of air quality testing and soil, groundwater, pesticide and hazardous waste analysis services. (URI: 10CU0J)	CA	Private	150	33%	50
4-501	<b>Recra Environmental, Inc.</b> Provider of soil and water analysis and waste management services; and developer of Aware pollution prevention and waste tracking software. (URI: 109P0T)	NY	Private	400	12%	50
4-192	<b>Pennoni Associates, Inc.</b> Provider of pollution control consulting, risk assessment and waste management consulting services. (URI: 10YR9A)	PA	Private	520	9%	50
3-471	<b>Geo-Centers, Inc.</b> Provider of research services in biotechnology, chemistry, medicine and geophysics. (URI: 10MXJ8)	MA	Private	600	8%	50
4-1181	<b>The Terracon Companies, Inc.</b> Parent/holding company with high-tech operating units involved in environmental and geotechnical services. (URI: 109BWD)	KS	Private	750	6%	50

97 Dir Volume and page in 1997 CorpTech Directory where full profile is listed.  
 Owned Type of ownership of company. "/u" indicates an operating unit.  
 Pct Projected percentage employment increase.  
 Inc Number of employees expected to add during next year.  
 URI ID to use for related information at www.corptech.com (0=zero).

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## 10 Largest Emerging Private Companies<sup>1</sup> Environmental Eqpt. & Svcs.

Rnk	Empl	Company	St.
1	875	Harza Engineering Co.	IL
2	850	Kleinfelder, Inc.	CA
3	849	Heritage Environmental Services	IN
4	800	Brown and Caldwell	CA
5	750	Modern Welding Co., Inc.	KY
6	750	The Terracon Companies, Inc.	KS
7	700	Precisionaire, Inc.	FL
8	690	SECOR International, Incorporated	WA
9	650	Environmental Systems Co., Inc.	IL
10	615	Ontario Corp.	IN

<sup>1</sup> Companies with under 1,000 employees ranked by world-wide employment.

Source: CorpTech, Woburn, MA (800) 333-8036

## 10 Largest Emerging Operating Units<sup>1</sup> Environmental Eqpt. & Svcs.

Rnk	Empl	Company	St.
1	990	EIMCO Process Equipment Co.	UT
2	950	Quanterra, Inc.	CO
3	687	RMT, Inc.	WI
4	600	F.E. Myers Co.	OH
5	585	Thermo Analytical Inc.	PA
6	580	Lancaster Laboratories	PA
7	536	Schlumberger / Water Division	AL
8	520	Marathon Equipment Co.	AL
9	500	ABB Environmental Services, Inc.	ME
10	500	Braden Manufacturing Co.	OK

<sup>1</sup> Operating units (of U.S. public companies and non-U.S. corporations) with under 1,000 employees ranked by world-wide employment.

Source: CorpTech, Woburn, MA (800) 333-8036

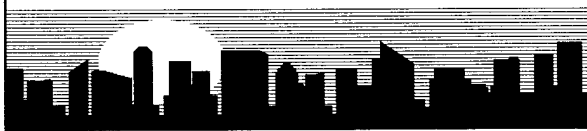


## Industry of the Month Analysis

### Top 30 Cities for Jobs: Environmental Eqpt. & Svcs.

Rnk	Jobs <sup>1</sup>	City
1	2,716	Houston, TX
2	2,201	Chicago, IL
3	1,841	Milwaukee, WI
4	1,820	Englewood, CO
5	1,770	Pittsburgh, PA
6	1,510	Salt Lake City, UT
7	1,353	New York, NY
8	1,197	Newton, MA
9	1,179	Kansas City, MO
10	1,178	Newport Beach, CA
11	1,166	Lancaster, PA
12	1,160	Hunt Valley, MD
13	1,063	Columbus, OH
14	1,060	Research Triangle Park, NC
15	1,046	Oak Ridge, TN
16	1,046	Minneapolis, MN
17	1,034	Phoenix, AZ
18	1,006	Lenexa, KS
19	987	Walnut Creek, CA
20	979	Rochester, NY
21	977	Cincinnati, OH
22	975	Albuquerque, NM
23	973	Raleigh, NC
24	968	Monroeville, PA
25	950	Novato, CA
26	936	Tulsa, OK
27	923	Saint Paul, MN
28	917	Irving, TX
29	895	Indianapolis, IN
30	891	Rutland, VT

<sup>1</sup> Jobs in emerging firms with under 1,000 employees.  
World-wide employment is assumed to be concentrated  
in the city of the ultimate parent's home office.  
Source: CorpTech, Woburn, MA. (800) 333-8036



### Survey Overview: Environmental Eqpt. & Svcs.

	Firms <sup>1</sup> surveyed	Proj growth
Projecting > 25% job growth	125	38.5%
Projecting < 25% job growth	253	8.9%
Projecting stable employment	653	0.0%
Projecting lower employment	7	7.7%
	1,903	4.8%

<sup>1</sup> Emerging firms with under 1,000 employees.  
Source: CorpTech, Woburn, MA. (800) 333-8036

### Survey By Region: Environmental Eqpt. & Svcs.

Rnk	Region	Firms <sup>1</sup> surveyed	Proj growth
1	New England	98	9.1%
2	Southern California	64	9.1%
3	Southeast U.S.	141	7.3%
4	Eastern Lakes	81	6.5%
5	New York Metro	110	6.0%
6	Southwest U.S.	99	5.3%
7	Mid-West	81	3.5%
8	NJ & Delaware Valley	68	2.8%
9	Mid-Atlantic	50	2.5%
10	Northwest U.S.	41	2.4%
11	Great Lakes	98	2.3%
12	Central U.S.	72	2.2%
13	Northern California	35	1.1%

<sup>1</sup> Emerging firms with under 1,000 employees.  
Source: CorpTech, Woburn, MA. (800) 333-8036

### Environmental Equipment and Services

This industry includes companies that make equipment for environmental analysis; control and prevention of environmental pollution; waste treatment and abatement; and waste disposal. It also includes companies that provide related services. ♦

### Product Information Request

Please send information on the following:

- ☐ CorpTech/Web
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### Note ...

Companies listed opposite and analyzed on this page are selected from those with under 1,000 employees that are primarily active in the indicated industry, and have been surveyed in the past twelve months.

Companies included in the National Survey have been interviewed in the past three months.



## Analysis of this Month's National Survey

### Technology Company Job Growth

	Firms <sup>1</sup> surveyed	Proj growth
Projecting > 25% job growth	1,041	53.2%
Projecting < 25% job growth	1,402	10.0%
Projecting stable employment	2,203	0.0%
Projecting lower employment	33	-7.5%
	4,679	8.8%

<sup>1</sup> Emerging firms with under 1,000 employees.  
Source: CorpTech, Woburn, MA. (800) 333-8036

### Technology Manufacturing Job Growth By Industry

Rnk	Industry	Firms <sup>1</sup> surveyed	Proj growth
1	Telecommunications (TEL)	551	20.8%
2	Computer Software (SOF)	802	18.5%
3	Photonics (PHO)	126	11.0%
4	Computer Hardware (COM)	308	10.5%
5	Biotechnology (BIO)	88	9.0%
6	Advanced Materials (MAT)	223	7.8%
7	Manufacturing (MAN)	377	7.5%
8	Medical (MED)	194	7.0%
9	Environmental (ENV)	280	5.6%
10	Subassemblies (SUB)	585	5.5%
11	Transportation (TRN)	92	4.9%
12	Automation (AUT)	433	4.8%
13	Pharmaceutical (PHA)	54	4.6%
14	Test & Measurement (TAM)	292	4.5%
15	Chemicals (CHE)	113	4.4%
16	Defense (DEF)	59	4.4%
17	Energy (ENR)	102	4.2%

<sup>1</sup> Emerging firms with under 1,000 employees.  
Source: CorpTech, Woburn, MA. (800) 333-8036

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competitors for  
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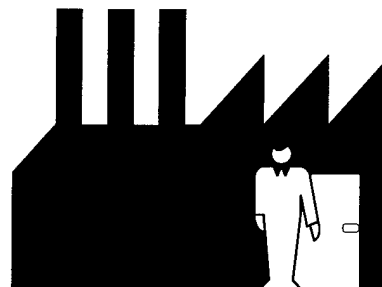
[www.corptech.com](http://www.corptech.com)

### Technology Company Job Growth By Region



Rnk	Region	Firms <sup>1</sup> surveyed	Proj growth
1	Northern California	356	12.9%
2	Northwest U.S.	180	11.1%
3	Mid-Atlantic	256	10.5%
4	New England	492	10.1%
5	Southwest U.S.	474	9.6%
6	New York Metro	330	9.3%
7	NJ & Delaware Valley	352	9.0%
8	Southeast U.S.	494	8.8%
9	Southern California	439	8.6%
10	Central U.S.	299	8.2%
11	Mid-West	326	6.5%
12	Great Lakes	416	6.5%
13	Eastern Lakes	256	5.2%

<sup>1</sup> Emerging firms with under 1,000 employees.  
Source: CorpTech, Woburn, MA. (800) 333-8036



Each month CorpTech interviews thousands of executives at U.S. technology manufacturers. The *Forecaster* employment statistics are based on data from surveyed firms with under 1,000 employees that provide past, current and projected employee levels.

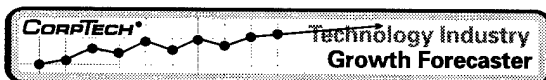
The *Technology Industry Growth Forecaster* is published monthly. The annual subscription fee is \$120 for U.S. and \$150 for other countries.

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